

A Dollar's Worth for a \$1

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But his tongue is not harnessed to his words.

There are folks in the Clothing and Furnishing business whose claims are just unharmed words.

The voice of Fashion is first heard in our mammoth store.

When anything new appears for Men's wear in the great fashion centers, just call on us for it.

WE HAVE WHAT'S NEWEST FOR MEN AND BOYS.

**John White**  
Outfitter to Men and Boys

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**Uncle Sam's**  
**Men**  
**Drink**  
**Moerlein**  
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BECAUSE  
IT IS PURE.

BECAUSE  
IT IS AGED JUST RIGHT.

BECAUSE  
IT DOES NOT LEAVE ANY  
AFTER EFFECTS.

BECAUSE  
IT DOES NOT MAKE THEM  
BILIOUS.

BECAUSE  
THEY LIKE GOOD  
BEER.

**THE**  
**LEWIS BEAR CO.**  
**Wholesale**  
**Agents.**

**Switches!**

In order to introduce by superior work in Pensacola, I will sell regular \$5.00 Hair Switches, made of finest human cut hair, 26 inches long, good weight and very short stems, for \$2.00, any shade.

Other switches \$1.25 and \$2.50. Bring your cut hair or combings and have a beautiful switch made stemless, only \$1.00.

Natural wavy Pompadours, \$2.00. Wigs, Frizzes, Waves and everything in hair goods at very low prices.

**MRS. SHERMAN,**  
CHICAGO HAIR-DRESSER,  
27 East Remona street, Pensacola.

## PITCH PINE TIMBER AND LUMBER CONDITIONS

MARKET HAS BEEN QUIET DURING PAST WEEK, BUT NO CHANGES EITHER IN TONNAGE OR PRICES ARE REPORTED—THE EXPORT RECORD'S REPORT.

The following is from the Export Record for the week ending April 8:

**Freight Market Conditions.**  
Timber.—Tonnage has been very quiet the past week, but rates are nominally steady at the low basis, recently established. The fixtures are: Str. Gallia, 1183, Sapele to U. K. or Cont., at or about 75c; April; str. Bona, 1019, Gulf to Bordeaux or Southampton 3389, April; Ditch str. Gamma, 1336, Pensacola to Hamburg or Rotterdam, p. t. May; Ger. str. Gamma, 1005, Pensacola to U. K. or Cont., p. t. April; str. Domingo de Larrinaga, 2651, Mobile to Plymouth, Liverpool and Greenock, if two ports 80c, option Rotterdam or Hamburg, two ports, 81c.

**River Plate.**—Tonnage offerings are light, but rates are maintained upon a fairly steady basis. The fixtures are: Str. Bernilla, 1633, Gulfport to Montevideo, 90c, April; bk. Ladysmith, 689, Gulfport to Santos, \$12.

**West Indies.**—For tonnage there is a moderate inquiry and rates appear a little firmer. There were no fixtures reported.

**Pitch Pine Market Conditions.**

**Sawn Timber.**—While there has been no actual advance this week, the Gulf markets are decidedly stiffer. The Record's quotations are accepted by both shipper and manufacturer. Shipments are smaller than for the corresponding week of last year. For the first quarter of 1904 shipments amounted to 104,016,982 ft. while for the first quarter of 1905 they were only 81,239,104 ft.—a difference of 22,777,878 sup. ft. Stocks of the Gulf are 82,000, while for the corresponding week of last year they amounted to 176,000 pcs. The cut has not been stimulated at all, and none of the mills are making night runs. Sawn timber is now too valuable a commodity to be sacrificed as in former years. True, some new sources of supply are opened, but the amount furnished will be very small compared with the reduction of cut at all points. The manufacturer will control the situation as long as the present policy continues. Values show an upward tendency, which becomes more marked as the scarcity of supply becomes more apparent. "He who runs" can now read the handwriting on the wall, so plainly pointed out by The Record last summer and fall. Sales at Mobile this week were: 500 pcs 30 cu ft. at 19c f. o. b. cars, Fracastri (the Mobile terminus Mobile, Jackson and Kansas City R.R.) by Greene County Lumber Co., Bixley, Miss.; 250 pcs 30 cu ft. at 18 1/2c f. o. b. cars, Fracastri, by Anderson Lumber Co., Eubanks, Miss. The mills at and contiguous to Mobile decline to contract for less than 20c. The arrivals at Mobile were 3,000 pcs and the city mills made 2,500 pcs. Stocks from the upper rivers are now about in, and with the small cut and a normal movement the stocks now at the various ports will be yet further reduced. A slight increase in shipments is noted this week.

**Logs.**—The market is easy. The rivers are in good rafting condition and all available logs are reaching the market. The arrivals at Mobile were 2,000 on the market and 3,000 to the city mills.

**Hewn.**—The arrivals at Mobile were 125 pcs with no sales reported. The market retains all of its strong features at home, but it is not brisk abroad.

**Prime.**—The demand is improving and buyers are anxious about future stocks. The market has advanced although the advance is greater in anticipation than in actual demand. Should any decided demand spring up an actual scarcity of prime on the Gulf would be inevitable.

**Heartface Floorings.**—The market continues strong and shippers are unable to secure stock to fill actual wants. Any idea of carrying stocks, as in former years, seems to have been abandoned by the shippers. The mills are also bare of stocks. As fast as a carload is cut, it is rushed to the ship's side. Values of the better grades have an upward tendency.

**Kiln Dried Saps.**—The interior demand absorbs the cut, and our quotations are nominal. The interior markets are paying from \$15 to \$22.50 (according to grade and kind). At these figures the demand far exceeds the supply, although the cut is normal. Until the foreign markets advance the shipper is in no position to compete with these prices.

**River Plate.**—The mills are at last awakening to the fact that South American buyers will have to pay \$13.50 to \$14 for future schedules. The mills are crowded with far more profitable cutting than these schedules. The mills in the Pensacola district are declining millions of feet. Orders are being declined all over the Gulf. The River Plate Country is in a prosperous condition, and with a firm stand by the mills and a curtailment in shipments for 30 to 60 days, the advance in this market will be sharp. Consumption is good down there but stocks are large. These, however, are being worked off rapidly. Shipments are not large. Freight rates are weak and shippers are offering only \$5. A plethora of tonnage is offering. Consumption of pitch pine will increase in Argentina. The beef packers of the West are now turning their attention to that country, and indications are that \$50,000,000 American money will be invested. The question of shipments of wheat into this country is being agitated. A fast mail service between the two countries is contemplated. Customhouse receipts at Buenos Ayres show an increase of \$652,543 over the corresponding pe-

riod of 1904. It is rumored that a company has been formed at London with a capital of \$24,000,000 to build port works at Samborombon. Buenos Ayres, and the growing country behind it. It has a foreign commerce amounting to almost \$800,000,000, of which this country gets only one-eighth.

**Foreign.**—Reports from all buying centers are encouraging. One of the largest and most conservative of the Liverpool houses writes: "Our markets for pitch pine timber are looking distinctly better and buyers are realizing the fact that they must pay higher prices in the future. Stocks at some of the leading ports are getting very light especially of good wood and taken altogether, the prospects are fairly encouraging for the pitch pine trade during 1905." A large London house writes: "The one thing that is good over here is pitch pine and buyers are now waking up to the fact that they will have to pay more money. From The Record we learn that the shortage of supplies will probably last for some time, consequently there is little chance of the market weakening. Business in soft woods is not at all encouraging. There was a bit of a stir in January; now most of the agents complain that they cannot sell anything at all." Continuing: "Cape business is in an awful state owing to the heavy consignments and we have not very much to expect from that market for some time to come."

**Cuba.**—Demand is excellent and values are better than those of River Plate. Demand is urgent for 12 in. boards and supplies are drawn in some instances 150 miles from the ports. The Kingston Lumber Co., Laurel, Miss., is shipping 500,000 ft. boards to Mobile. This concern, one of the largest in Mississippi, has recently entered the export trade. The Moragues Lumber Co., has been organized at Mobile, and will cater largely to the Cuban trade. Mr. L. M. Moragues, long identified with this trade is president of the new company, with offices at Mobile.

**Interior.**—The mills are crowded and business offering far exceeds the cut. On all sides the question is asked "How long will it last?" and The Record can answer "The end is not in sight."

Values are steadily advancing. Building and construction reports, coming in from all sections of the country, forecast no abatement of the demand. Phenomenal activity is noted in all quarters. Stocks at the mills are being rapidly reduced and shipments are larger than the cut. The mills on the Gulf and Ship Island R.R. are working full capacity. The big band mills of the J. E. North Lumber Co., Bond, Miss., are cutting for both the interior and the export markets. The Pinkline Lumber Co., Wiggins, Miss., shipped during March, 3,527,000 ft. (202 cars) the largest shipment ever made by this concern. They report the demand from the interior was never better. They are getting \$9.50 for No. 2 com. 4 in., \$14.50 for No. 1 com. 4 in., \$17.50 for No. 2 and better. This concern anticipates yet further improvement for 60 to 90 days. They are now refusing considerable business on account of not being able to fill orders promptly. Square edge and sound car sills 5 1/2 x 9 1/2 in. are reported as selling on the Gulf and Ship Island at \$13 rough, f. o. b. mills, with orders being refused at that figure. The Greene County Lumber Co., Bexley, Miss., shipped \$33,000 ft. last month. The price list committee of the Mississippi Lumber Men's Association last week advanced the price on left hand side of list from \$1 to \$2. The railroads are placing the usual amount of orders. During the past week the various roads ordered: 49 cabooses, 150 passenger cars; 53 hopper cars; 5,108 box cars; 1,500 coal cars; 50 steel cars; 50 flats; 80 stock cars; 2,500 gons, a total of 9,955 cars, while 52 locomotives were ordered. It is doubtful if in years building has ever, at this season of the year, shown the activity that now prevails all over the country. During March permits were taken out in twenty-eight of the principal cities for the construction of 12,505 buildings, at a total cost of \$55,160,744 against 9,917 buildings, aggregating \$32,842,592 in cost, an increase of 68 per cent over the corresponding month a year ago. This is certainly a remarkable demonstration of the prosperity which the country is now enjoying. It is more interesting to note that out of the twenty-eight cities, twenty-six show increases running up to as high as 200.

**Among the Mills.**—There is an abundance of business offering and the shipments exceed the cut. Stocks at some of the mills are smaller than in 10 years. The car supply is ample, except on one road. Ideal weather enables the mills to run full time but the cut falls far short of the demand. The big mills of the Kingston Lumber Co., Laurel, Miss., are running full time cutting for both the interior and export trades. The cut here amounts to 3,000,000 ft. a month and the stock is reduced to 2,500,000 ft. Canada is buying heavily of the better grades. At Mobile the mills that are running at all are making full time, but 3 are standing silent, like ghosts on the river banks, proclaiming a ghostly message of denuded timber lands, a timely warning to those whose saws are still busy. The entire cut of the log is in demand at good prices, and the millman controls the situation. It is rumored that The Great Southern Lumber Co., (the Goodyear Syndicate), is to form a combine of the large Mississippi mills into one company. Rumor says that the logging roads of the mills are to be connected, thus forming another trunk line through Mississippi with outlet at New Orleans. All of the large mills are mentioned in connection with these rumors, but any authentic information is withheld. It is very evident that some movement of the kind is on foot but this is all that can be told at this writing. The mills of the Pottevent & Favre Lumber Co., Pearlriver, Miss., have started up

after a shut down of five months.

**The Brewton District.**—The town of Brewton, Ala., is one of the wealthiest towns of its size in the South. The lumber and timber business is largely responsible for this prosperity. One of the best mills in this district is that of the Horseshoe Lumber Co., River Falls, Ala., under the personal management of Mr. E. L. Moore. This mill now cuts largely for the interior trade, the cut consisting largely of rift flooring and the better grades, for which a ready sale is found. This concern also cuts sawn timber but only about 50% of its former cut. Their March output of sawn amounting to 2,500 pcs all of which is sold and nearly all of which is delivered. The other mills in this section are making but little sawn, and the small cut of sawn will continue hence the market at Pensacola is now 19c to 19 1/2c, and the mills now fully realize that they are making more money than they did when, by night runs, the market was crowded. Mr. Ed Lovelace, one of the best posted millmen in the trade, says: "The mills in and near Brewton are not making anything like their full capacity of timber. \* \* A very good reason for this is the fact that the price of timber was so slow in making any decided advance that the mills loaded up on car material which came in with such splendid inducements. \* \* These orders are not yet filled and some mills will be cutting on them for weeks yet. Not only was this the case as to this special and somewhat spasmodic requirement, but lumber has, as is well known, passed all bounds and beaten all records as to values. The interior market has not yet reached its limit on prices and No. 1 Com. 4-inch flooring was booked here last week at \$14 per M feet on cars at mill. Another feature in connection with these conditions is the value of standing timber. The holder of timber lands is in a quandary today whether to deplete his lands or to "hedge" on his larger trees. The value of timber lands has advanced so much that this is a question of much moment. We cut last month only 1,500 pieces and the sawn timber in this immediate vicinity which will be more than 1,000 pieces. The season for rafting is passing. Normally we expect to be able to run the river until August. This year, up to date, we are not getting the usual supply of water." The bulk of the cut of the Brewton except that of sawn timber, is going to the interior markets.

**Among the Shippers.**—Securing stocks to fill orders is becoming a serious question. All contracts held by the mills could be transferred here at home at a good profit. Some of the shippers have unfortunately sold heavily abroad, but the shippers as a whole are now firm, as they are fully awake to the situation. The market on the Gulf is now as firm as the rock of Gibraltar. There is no longer any fear of a decline on this side. All foreign grades are advancing. Shippers are offering \$16.50 for 6-inch saps, with no reserve. There is no disposition to force the market. The tendency is to wait, as values may advance here on the Gulf between cables, the shippers are in rather a precarious position. In some instances stuff has been bought up at home before an answer comes back from Europe. The conservative shippers on the Gulf and they are in the majority are "going slow," and this seems to be the only safe policy under present conditions. The Thayer Export Lumber Co., has been organized at Gulfport, Miss. Mr. S. D. Thayer, one of the most experienced millmen of the Gulf is president and manager. With a very large source of supply to draw from, this concern will doubtless do a very large business. One cargo has been already sold.

**Total Exports.**—20,958,115 ft. lumber, 12,417,289 ft. sawn timber, 29,063 cu ft. hewn, 843,926 ft. cross-ties, 179 poles, 2 pkgs sash, 2 blinds.

**Same week last year.**—33,342,750 ft. timber, 7,056,363 ft. sawn timber, 87,831 cu ft. hewn, 5,647,664 ft. cross-ties, 300 poles, 396 bdls lath.

**Turpentine Stills.**

McMillan Bros. Co.  
Manufacturers.  
Coppersmiths and General  
Metal Workers.  
MOBILE, ALABAMA

**LEMP'S**

Beer needs no words of recommendation and praise before the public. A beverage as brewed by that extensive firm is like U. S. currency—people take it because they know it is an

**Excellent**

and genuine article, and that, like pure air and nutritive food, it is beneficial to health. Because the beer of the Hofbrauer in Munich is delicious, men, women and children are seen waiting for hours to be served, because the supply of

**Beer**

is not equal to the demand. Even so with Lemp's product. Located at St. Louis he established one of the largest breweries in the world, and yet every year the capacity has to be increased.

**N. Goldring**

Agent,  
Pensacola, Fla.

**GOLAY**

GRIST AND CORN MEAL MILLS.  
M. F. GONZALEZ & CO., Props.  
Manufacturers  
CHOICE MEAL AND PURE GROUND  
STOCK FEED.

Buy your meal and stock feed from the home manufacturer, encourages home industry, contributes to the labor, and leave your money in your city.

## SHIPPING NEWS

Entered Yesterday.

Br. ss E. O. Saltmarsh, Rogers, 2319, from Tampico. To Gulf Transit Co. Petunia, Br. ss Frankland, 1093, from Faro. To John A. Merritt & Co.

Cleared Yesterday.

Br. ss E. O. Saltmarsh, Rogers, 2319, with 3818 tons coal, for Tampico, valued at \$13,235. By Gulf Transit Co.

Sailed Yesterday.

Nor. bk. Australia, Pedersen, for Montevideo.  
It. bk. Lingui, Figari, for Savona.  
Port. bk. Soares da Costa, Marinoto, for Oporto.

## MARKETS

Naval Stores Market.

Savannah, Ga., April 13.—The naval stores market closed to-day as follows:

WW	.....	\$4 50
WG	.....	4 35
N	.....	4 15
M	.....	4 05
K	.....	3 50
H	.....	3 27 1/2
G	.....	3 12 1/2
F	.....	3 02 1/2
E	.....	2 97 1/2
D	.....	2 90
C	.....	2 82 1/2

Spirits Turpentine, 59 cents.

D'Halloran & Co.'s Private Wire Report.

The following quotations are furnished by D'Halloran & Co., successors to the J. W. Moore Company, 15 East Government street, being received over their private wire.

**New York Cotton Market.**

New York, April 13.—The ruling prices on the cotton exchange to-day were as follows:

May	.....	High.	Low.	Close.
July	.....	7.56	7.52	7.53
Aug.	.....	7.51	7.46	7.49
Sept.	.....	7.54	7.52	7.52
Oct.	.....	7.52	7.51	7.52
Dec.	.....	7.71	7.67	7.69

Total port receipts, 22,737.

Liverpool Spots, 4.24; New York Spots, 8.05; New Orleans Spots, 7 1/2.

**Wheat and Corn.**

Chicago, April 13.—The ruling prices to-day on wheat and corn were as follows:

Wheat	.....	High.	Low.	Close.
May	.....	1.17 1/2	1.15 1/2	1.16 1/2
July	.....	88 1/2	87 1/2	88 1/2
Corn	.....	High.	Low.	Close.
May	.....	49	48 1/2	48 1/2
July	.....	48 1/2	48 1/2	48 1/2

**New York Stock Market.**

New York, April 13.—Following were the closing prices on the principal stocks to-day:

Virginia Chemical	.....	36 1/2
Southern Pacific	.....	67 1/2
Copper	.....	88 1/2
A. S. R.	.....	143
Atchison	.....	89 1/2
Atchison, preferred	.....	102 1/2
Brooklyn Rapid Transit	.....	70 1/2
Western Union	.....	93 1/2
Erle	.....	46 1/2
C. F. I.	.....	53 1/2
U. S. Steel, common	.....	37 1/2
U. S. Steel, preferred	.....	103 1/2
K. T. Q.	.....	142
Louisville & Nashville	.....	68 1/2
Manhattan	.....	167
M. P.	.....	107 1/2
Metropolitan	.....	123
Canadian Pacific	.....	154 1/2
New York Central	.....	158 1/2
P. O.	.....	110
Reading	.....	97 1/2
St. Paul	.....	178 1/2
Rock Island	.....	34 1/2
Southern Railway	.....	24 1/2
T. C. I.	.....	102
Pennsylvania	.....	143 1/2
Union Pacific	.....	134 1/2

**BIG CUT PRICE**

**SALE NOW GOING ON.**

Elsewhere in to-day's Journal appears the big advertisement of P. Stone, the clothier. Mr. Stone is putting on a big special sale beginning at once.

This is really a departure from the old stereotyped custom of having a sale after the season has passed. He is cutting prices right in the heart of the season, when nearly every merchant on earth gets the biggest price for his goods. Mr. Stone has received an enormous stock of new goods and he is offering it to the public at cut prices. Read the advertisement if you are a man and if you are not a man and have a husband, son or brother, read it anyhow and advise your masculine kinsmen to save money now when most other people are paying high prices.

Escambia Lodge, No. 15, F. & A. M. Special communication of Escambia Lodge, No. 15, F. & A. M. will be held Friday evening, March 14, at 8:30 o'clock. Work in E. A. degree. Visiting brethren fraternally invited.

VAL H. WRIGHT, W. M.  
W. G. DAILEY, Secretary.

**ICE CREAM IN INDIVIDUAL FORMS AT SOLOMON'S.**

\*\*\*\*\*  
\* TERSELY TOLD \*  
\* BUSINESS LOCALS. \*  
\*\*\*\*\*

Hendrix & Carpenter will furnish estimates on building and painting and give personal attention to work 322 B. Strong and 524 East LaRue streets.

McKinsie Derting & Co., wholesale and retail ship chandlers and grocers, the only first-class house of the kind in Pensacola. Fair prices to all.

Stationery — Always up-to-date. Everything selected in view of offering the very best values. C. V. Thompson, 39 South Palafox.

**JERSEY SWEET CREAM AT SOLOMON'S. BY QUART OR GALLON.**

## Officers of the Navy Are Accepted

In The Equitable Life Assurance Society (The Strongest in the World)

At Ordinary Rates, with Free Permit

for service in peace or war. Every officer invited to call on us.

Insurance, Fire, Life. **Knowles Bros.** Gen'l Agts. Pensacola.

## Do You Know

That if you should desire to acquire an annuity to your estate an insurance policy is much better than stocks or bonds, and may be secured more easily, being sold in annual payments without interest, and the Union Central Annuity Bond will yield you as good an investment even during your life as the net income from stocks and bonds.

**B. S. Williams, General Agent.**

## PENSACOLA Iron Works and Supply Co.

Manufacturers and Repairers of MACHINERY AND BOILERS.

FORGINGS, MILL AND STEAMSHIP SUPPLIES.

STEAMSHIPRE PAIRS A SPECIALTY.

Prompt attention given to all orders, day or night. Agents for James McKay & Co.'s celebrated Log and Timber Dogs, also Chains of all descriptions.

Office Phone, 123. PHIL WITTMAN, Manager.

Residence Phone, 1029. P. O. Box, 123.

## Don't Scold the Cook

If the morning meal is not just right, but

Put a Gas Range in Your Kitchen,

which means just right meals and always on time. Range installed complete for

**\$13.00.**

**PENSACOLA GAS CO.**

27 East Garden Street. Phone 148.

## Saunders Mill Company

Manufacturers of

Sash, Doors, Blinds and Mill Work.

ROUGH AND DRESSED

**LUMBER**

Dealers in

LIME, BRICK AND CEMENT.

Your Patronage Solicited.